

1. TITLE OF THE CERTIFICATE (DE) ⁽¹⁾

**Lehrabschlussprüfungszeugnis
Medizinproduktekaufmann/Medizinproduktekauffrau**

⁽¹⁾ in original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN) ⁽²⁾

Certificate of Apprenticeship “Medical Devices Trader” (f/m)

⁽²⁾ This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES
Specialist areas of competence:
Sales and advice

The Medical Devices Trader identifies customer needs and advises customers according to their expectations and wishes based on his/her comprehensive know-how on the products in the operational range. He/she presents suitable products and provides information about their characteristics, possible uses, etc. The Medical Devices Trader offers customers supplementary and replacement items as well as operational services. He/she trains customers on product characteristics, possible uses, product care, etc. and documents the training. He/she also processes payments and determines the daily turnover. The Medical Devices Trader deals with complaints and claims competently.

Procurement and storage of goods

The Medical Devices Trader has knowledge of procurement, handles various tasks in this area and communicates with people inside and outside the company in the process. He/she determines the demand for goods in his/her area of responsibility, participates in checking the suitability of new suppliers and/or products and orders goods. The Medical Devices Trader receives goods in his/her area of responsibility and stores them properly. In addition, he/she commissions the transport of goods. He/she checks invoices and takes appropriate action in the event of defective deliveries.

Marketing

In the field of marketing, the Medical Devices Trader has basic know-how and, based on this, works on various tasks for the implementation of company marketing measures. He/she presents the company's product range in compliance with legal requirements and helps to organise sales promotion measures. He/she also works on measures for customer loyalty and on the company's external image.

Interdisciplinary areas of competence:
Working in an operational and professional environment

The Medical Devices Trader has basic knowledge of the operational range of services, as well as business, economic and ecological contexts, in order to organise and carry out his/her activities efficiently and sustainably. He/she acts within the operational structure and process organisation in a self-competent and socially and methodically competent manner and handles the tasks assigned to him/her in a solution-oriented manner and in accordance with the situation on the basis of his/her understanding of intrapreneurship. Furthermore, he/she communicates in a target group-oriented manner, in a way appropriate for the profession including in English, and acts in a customer-oriented manner. The Medical Devices Trader takes into account the principles of entrepreneurial thinking in his/her tasks and acts in a cost-conscious manner. He/she carries out work in operational accounting. This includes processing receipts from the training company and preparing them for posting.

Quality oriented, safe and sustainable work

The Medical Devices Trader applies the principles of operational quality management and is involved in the further development of operational standards. He/she reflects on his/her own approach and uses the knowledge gained in his/her area of responsibility. The Medical Devices Trader observes the legal and operational regulations for his/her personal safety and health at work and acts appropriately in the event of accidents, injuries or personal assaults (in particular sexual harassment, violence, bullying). Within the scope of his/her area of responsibility, he/she takes into account significant ecological impacts of his/her activities and therefore acts in a sustainable and resource-conserving manner.

Digital work

The Medical Devices Trader selects and makes efficient use of the most appropriate digital equipment, operational software and digital forms of communication for his/her tasks within the legal and operational requirements. He/she digitally procures the internal and external information required for handling tasks. The Medical Devices Trader acts purposefully and responsibly on the basis of his/her digital competence. This includes, in particular, the sensitive and secure handling of data, taking into account legal and operational requirements (e.g. the General Data Protection Regulation).

4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE ⁽³⁾**Range of occupations:**

Employment including in specialist medical equipment shops, the orthopaedic retail trade and in the medical equipment wholesale business

⁽³⁾ if applicable

(*) Explanatory note

This document has been developed with a view to providing additional information on individual certificates; it has no legal effect in its own right. These explanatory notes refer to the Decision (EU) 2018/646 of the European Parliament and of the Council of 18 April 2018 on a common framework for the provision of better services for skills and qualifications (Europass).

More information on Europass is available at: <http://europass.cedefop.europa.eu> or www.europass.at

5. OFFICIAL BASIS OF THE CERTIFICATE

Name and status of the body awarding the certificate	Name and status of the national/regional authority providing accreditation/recognition of the certificate
Lehrlingsstelle der Wirtschaftskammer (Apprenticeship Office of the Economic Chamber; for the address, see certificate)	Bundesministerium für Arbeit und Wirtschaft (Federal Ministry of Labour and Economy)
Level of the certificate (national or international)	Grading scale / Pass requirements
NQF/EQF 4 ISCED 35	Overall performance: Pass with Distinction Good Pass Pass Fail
Access to next level of education/training	International agreements
Access to the <i>Berufsreifeprüfung</i> (i.e. certificate providing university access for skilled workers) or a vocational college for people under employment. Access to relevant courses at a <i>Fachhochschule</i> (i.e. university level study programme of at least three years' duration with vocational-technical orientation); additional examinations must be taken if the educational objective of the respective course requires it.	Between Germany, Hungary, South Tyrol and Austria, international agreements on the mutual automatic recognition of apprenticeship-leave examinations and other vocational qualifications have been concluded. Information on equivalent apprenticeship occupations can be obtained from the Federal Ministry of Labour and Economy.
Legal basis	
1. Training Regulation for Medical Devices Trader BGBl. II (Federal Law Gazette) No. 200/2021 (company-based training) 2. Curriculum framework (education at the vocational school for apprentices) 3. The present apprenticeship trade replaces the apprenticeship trade Medical Devices Trader (Training and Examination Regulation BGBl. II (Federal Law Gazette) No. 121/2015 as amended by BGBl. II (Federal Law Gazette) No. 275/2020), which expired as of 30 April 2021.	

6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

1. Training in the framework of the given Training Regulation for Medical Devices Trader and of the curriculum of the vocational school for apprentices. Admission to the final apprenticeship examination upon completion of the apprenticeship period specified for the apprenticeship trade concerned. The final apprenticeship examination aims to establish whether the apprentice has acquired the skills and competences required for the respective apprenticeship trade and is able to carry out the activities particular to the learned trade herself/himself in an appropriate manner.
2. Admission to the final apprenticeship examination in accordance with Article 23 (5) of the *Berufsausbildungsgesetz* (Vocational Training Act). An applicant for an examination is entitled to sit the final apprenticeship examination

without completing a formal apprenticeship training if she/he has reached 18 years of age and is able to prove acquisition of the required skills and competences by means of a relevant practical or an on-the-job training activity of appropriate length, by attending relevant courses etc.

Additional information:

Entry requirements: successful completion of 9 years of compulsory schooling

Duration of training: 3 years

Enterprise-based training: Enterprise-based training comprises $\frac{4}{5}$ of the entire duration of the training and focuses on the provision of job-specific skills and competences according to Article 3 of the Training Regulation, BGBl. II (Federal Law Gazette) No. 200/2021, enabling the apprentice to exercise qualified activities as defined by the profile of skills and competences specified above (cf. job profile).

Education at vocational school: School-based education comprises $\frac{1}{5}$ of the entire duration of the training. The vocational school for apprentices has the tasks of imparting to apprentices the basic theoretical knowledge, of supplementing their enterprise-based training and of widening their general education in the framework of subject-oriented part-time instruction.

More information (including a description of the national qualification system) is available at:
www.zeugnisinfo.at and www.edusystem.at

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